

 <p>Financial Assistance Award</p> <p>DENALI COMMISSION 510 L Street, Suite 410 Anchorage, Alaska 99501 (907) 271-1414 (phone) (907) 271-1415 (fax) www.denali.gov</p>		Award Number	01322-00		
		Award Title	Alaska Federation of Natives - Alaska Market Place 5th Year Competition		
		Performance Period	September 1, 2010 through September 30, 2012		
		Recipient Organization & Address			
Authority 112 Stat 1854	CFDA Number 90.100	Alaska Federation of Natives 1577 C St Ste 300 Anchorage, AK 99501-5133			
Denali Commission Finance Officer Certification	Ms. Jennifer Price 10/25/2010	Phone: (907) 274-3611 Recipient DUNS # 010210524 TIN # 920034863			
Cost Share Distribution Table					
Accounting Code	New Funding		Prior Period Funding		Total
	Denali Commission	Other Contributors	Denali Commission	Other Contributors	
95670000	\$300,000.00		\$0.00		\$300,000.00
	\$0.00		\$0.00		\$0.00
	\$0.00		\$0.00		\$0.00
	\$0.00		\$0.00		\$0.00
	\$0.00		\$0.00		\$0.00
Mitsubishi		\$150,000.00		\$0.00	\$150,000.00
Conoco Phillips		\$50,000.00		\$0.00	\$50,000.00
British Petroleum		\$200,000.00		\$0.00	\$200,000.00
Shell Corporation		\$5,000.00		\$0.00	\$5,000.00
		\$0.00		\$0.00	\$0.00
Total	\$300,000.00	\$405,000.00	\$0.00	\$0.00	\$705,000.00
This Financial Assistance Award approved by the Federal Co-Chair of the Denali Commission constitutes an obligation of federal funding.					
Award Conditions to the Financial Assistance Award between the Denali Commission and Alaska Federation of Natives for Alaska Marketplace, Year Five Competition, Award No. 01322					
Continued on the following pages.					
Signature of Authorized Official - Denali Commission Electronically Signed		Typed Name and Title Mr. Joel Neimeyer Federal Co-Chair		Date 10/25/2010	

AWARD ATTACHMENTS

Alaska Federation of Natives

01322-00

1. Award Conditions - Alaska Marketplace, Year Five Competition

***Award Conditions to the Financial Assistance Award
Between the Denali Commission and Alaska Federation of Natives
For Alaska Marketplace, Year Five Competition
Award No. 01322
September, 2010***

1. Scope of Work

The Denali Commission (Commission) is providing a total of \$300,000 of Economic Development program funds to the Alaska Federation of Natives (AFN) for the Alaska Marketplace year five competitions. Mitsubishi is providing \$30,000 a year for 5 years, Conoco Phillips is providing \$50,000, BP is providing \$200,000, and Shell Corporation is providing \$5,000 in match for the subject project. The Alaska Marketplace program is a business idea competition aimed at stimulating private sector entrepreneurship in rural Alaska. This program is for all Alaskans. AFN shall continue to ensure that all eligible Alaskans receive equivalent levels of encouragement and support to participate in the program.

AFN and the Commission have agreed that this award for the year five competition shall serve as the Commission's last segment of funding for the Alaska Marketplace Initiative. AFN has committed to ensuring the long-term sustainability of the initiative through other, diversified funding sources.

The 2010 theme is: **"Innovations for Thriving Communities"**. In addition, five sub-themes have been identified as follows:

1. ***The Business Idea Application:*** available on-line, web-based and hard copy. Applicants are required to expand and address four component criteria for the proposed Business or Innovative Idea concept.
2. ***Assessor Process:*** Following the in-take and review for eligibility criteria, a team of assessors made up of technical experts will review and score the Idea Applications who select finalist to advance to the Competition Event.
3. After the Finalists are selected, each will develop a business plan and budget and/or implementation plan. Continued effort will be on the evaluation, assessment, providing technical assistance through workshops/trainings and identifying individual coaches/mentors for the finalists.
4. ***Competition Event:*** Organize the final Competition Event.
5. ***Partnerships:*** Efforts are continuing to establish both formal and informal partnerships and collaborations for the fifth year.

Alaska Marketplace brings a broad spectrum of partners from across the state- civil society groups, social entrepreneurs, government agencies, academia, and the private sector resulting in multiple funding agreements; and has established numerous in-kind partnerships.

Timeline

The timeline for the Alaska Marketplace year five initiatives will be as follows;

Alaska Marketplace Fifth Competition Timeline

- | | |
|------------------------|---|
| • October 22, 2010 | Fifth Competition Launch! |
| • January 2011 | Innovative Idea Application Deadline |
| • February 2011 | Finalists Announced |
| • April 2011 | Finalists Implementation Plan Deadline |
| • May 2011 | Competition Event |
| • May 2011 | Winner's announced at the Event Competition |
| • May 2011 – June 2012 | Evaluation, Assessment of Award Winners and overall Competition |

History of the program

The inaugural Alaska Marketplace competition in 2006 was a huge success. Alaska Marketplace received more than 170 concept papers from across Alaska. The 156 concept papers that met eligibility requirements fit into six categories: Energy & Technology, Arts & Crafts, Environment & Land Use, Heritage, Tourism, and General.

Forty-three finalists competed, to share in an award pool of \$500,000. Twenty-two competition winners were from diverse communities such as the remote villages of Savoonga on St. Lawrence Island, the regional hubs of Nome, Bethel, and Dillingham, and smaller towns like Cordova, received awards ranging from \$8,000 to \$50,000, while the remaining finalists received a \$1,000 award.

Building on the phenomenal success from 2006, the Alaska Marketplace launched its second year competition in May 2007. Over 300 concept papers were received from a high caliber of Entrepreneurs. As in the first year, assessors narrowed the finalists to sixty-one who in turn completed a business plan and budget to compete for \$700,000 in award funds at the 2007 AFN Annual Convention.

The 2009 Annual AFN Convention was held from Oct. 22-24 at the Dena'ina Civic and Convention Center. The Theme was "Northern Dreams: Our Historic Journey Continues". The Convention was attended by over 5,000 delegates, invited guests and the public. In addition the AFN Native Insight Competition came to close with 7 award winners when announced on Oct. 22, 2009, winners received \$10,000 for the winning essays on perspectives on the challenges and opportunities in our current economic and political landscape. Nearly 300 submissions were submitted.

Programmatic Budget

Personnel \$90,000

The Alaska Marketplace will employ staff for the planning, design, and implementation for the fifth year Alaska Marketplace program.

- Project Coordinator (1 FTE) – \$75,000
- Administrative Support (1 FTE) - \$15,000

Staff Travel \$15,000

Travel to participate in regional and statewide meetings, forums upon request and as appropriate to inform and encourage individuals and organizations of the Marketplace year five initiative. Travel costs, including transportation, lodging, and per diem rates shall be paid by the Commission on a reimbursement basis in keeping with the Federal Travel Regulations (FTRs). AFN shall provide the Commission's Program Manager with the following documentation for travel reimbursement requests: a copy of the staff's boarding pass or electronic ticket; copy of lodging costs, and any other related travel receipts greater than \$75.

Finalist Travel \$50,000

Travel for the finalists to attend the award competition to display and showcase each proposed business or idea to the judges. This amount will assist in covering transportation, lodging and per diem for approximately, 50-60 finalists. Travel costs, including transportation, lodging, and per diem rates shall be paid by the Commission on a reimbursement basis in keeping with the Federal Travel Regulations (FTRs). AFN shall provide the Commission's Program Manager with the following documentation for travel reimbursement requests: a list, including names and contact information for all finalists traveling on Commission funds, a copy of the finalist's boarding pass or electronic ticket, copy of lodging costs, and any other related travel receipts greater than \$75.

Material Development and Printing \$50,000

The development, design and printing of materials for the competition.

- Design and printing for 1,000 printed innovative idea applications
- Design and printing 1,000 8 ½ x 11 inch poster
- Redesign of the downloadable Microsoft Word idea application
- Redesign, update and print a 2010 Alaska Marketplace brochure
- Design and printing of the competition event guide.

Estimated allowable expenses (for materials development and printing) of up to:

- Material Design = \$10,000 – Design of application, poster, brochure, event guide.
- Printing Expense = \$20,000 – Printing of brochure, application, poster, event guide.
- Advertisement = \$20,000 – Ads in Anchorage Daily News, Fairbanks Daily News Miner, all six of Alaska newspapers.
- Develop 30 second PSA/Ad for television = \$10,000.

Any contract activities that occur related to the item in the "Material Development & Printing" portion of the budget must be procured in accordance with the Federal Acquisition Regulation

(FAR), which shall include fair and open competition. AFN shall document its selection and award process when procuring services or issuing contracts related to the budget item. AFN shall comply with all applicable federal procurement and competitive requirements, as set forth in parts 1.3 and 1.5 of the AFN purchasing and procurement policy.

Technology and Communications \$60,000

Computer management, web portal, template development for email listserv and design of internet based outreach for the program.

- Updating the Alaska Marketplace web-site – include updated information for the 2010 Competition (application, FAQ's, criteria, eligibility requirements), update when finalists are announced
- Setting up and management of the web-based (on-line) idea application
- Designing and implementation of the on-line business plan and/or implementation plan required for the finalists.
- Generating 3-4 e-newsletters to be sent to multiple contact list serves
- Produce 5-7 minute Alaska Marketplace video – using footage from prior year competitions – to be shown at AFN Convention and other speaking engagements to showcase and promote the initiative.
- Secure professional video services to record the competition event

Estimated allowable expenses (for technology and communications) of up to:

- Web-site design, frequent update and maintenance = \$20,000.
- Development and setting up the on-line Application = \$10,500.
- E-Newsletter = \$2,500.
- Video production (5-7 minute video to be shown at the 2008 Competition and 2008 AFN Convention – from year 1 & 2) = \$12,000.
- Professional video services to record and produce follow up footage from competition event = \$15,000.

Any contract activities that occur related to the “Technology & Communications” portion of the budget must be procured in accordance with the Federal Acquisition Regulation (FAR), which shall include fair and open competition. AFN shall comply with all applicable federal procurement and competitive requirements, as set forth in parts 1.3 and 1.5 of the AFN purchasing and procurement policy.

Office expense \$10,000

Telephone, postage, computer and software upgrades. A mass mail out to AFNs membership and tribal contacts list.

Statewide/Rural outreach and partnership development \$25,000

Information dissemination, including advertising to reach individuals and entities throughout the State.

- Advertising in statewide newspapers, television via PSA's

Programmatic Phase Delivery

Phase One

The business idea application is the first step in applying to the competition. The application will be available on-line in addition to hard copy. Each business idea applicant was required to expand and address four competition criteria for the proposed business venture:

1. Exemplify traditional values of Alaska culture;
2. Generate revenue and create jobs;
3. Innovation: offers different approaches to developing businesses;
4. Sustainability and profitability –demonstrate that it can continue beyond the award;

Assessor process following the in-take and review for eligibility criteria, a team of assessors made up of technical experts will participate in the review and scoring of the business idea applications. The concept papers are ranked by the assessors according to scores based on sustainability/profitability, innovation, job creation and cultural heritage.

The assessors will select the finalists to advance to phase two of the Alaska Marketplace.

Phase Two

In phase two, the finalists will develop their intensive business plans and budgets in the following areas: business objectives, partner information, business management and staffing, incorporates cultural heritage, innovation, sustainability and profitability, marketing, project action plan and financial analysis.

The Alaska Marketplace team will be available to answer business plan and general competition questions, provide resources and competition updates. Referral to coaches and further technical assistance will be available to the finalists upon request.

Finalists need to prepare and submit their business plan and budgets. Finalists will be provided travel stipends to Anchorage to “pitch” their business ideas to the judges. The judges will review and score the business plans.

Competition event the judges will award from a pool of monies provided by match partners to the finalists ranging in increments from \$10,000 to \$50,000. Award recipients will be announced during the main 2011 AFN annual convention in Anchorage, Alaska.

AFN convention delegates and those visiting the event may cast ballots for three “People’s Choice Awards”: best display, most innovative, and exemplify cultural and traditional values.

Phase Three

A major emphasis for the Alaska Marketplace staff is on the evaluation, assessment and identifying individual coaches/mentors for award recipients.

Tracking & Monitoring

Questions may include: how did the Alaska Marketplace Award enhance your efforts in rural Alaska? What are the direct results thus far and progress made, with the assistance of the Alaska Marketplace, in building a sustainable Alaskan community? The Commission is very interested in what the impacts are to rural Alaska by the Alaska Marketplace initiative.

Partnerships

Partnerships a major strength of the Alaska Marketplace is with its formal and informal partnerships and investing partners. The Alaska Marketplace has brought a broad spectrum of partners from across the state; civil society groups, social entrepreneurs, government agencies, academia, and the private sector. Over the past two years efforts have focused to strengthen expand investing partnerships resulting in 16 different funding agreements; and has established over 40 in-kind partnerships. The Alaska Marketplace intends to continue to build on these strengths for the 2010 year five initiatives.

Match Funding

In addition to the Award from the Commission, other “Investing Partners” during prior years have been: Mitsubishi, BP Alaska, ConocoPhillips Alaska, Aleut Corporation , Alyeska Pipeline Service Company, Shell Exploration & Production, Efforts are continuing to establish both formal and informal partnerships and collaborations for this upcoming fifth year of the Alaska Marketplace.

Milestones (also see 2. *Milestones*)

The following milestones are identified as the major steps to be completed as part of the project. Planned dates for the first milestone are included here. As part of each progress report, recipients shall update the progress toward meeting these milestones.

- Rollout / October 2010
- Initial judging of business ideas / February 2011
- Judging of round two applicants / May 2011
- Winners selected May 2011

- Publication materials produced to recap 2010 Alaska Marketplace by end of year.

All Commission funding is intended for use for the scope of work identified in the Award document only. Any balance of funds remaining after the full scope of work has been completed will be de-obligated from the award and made available for other Commission projects.

2. Milestones

The following milestones are identified as the major steps to be completed as part of the project. “Planned” dates for the first milestone are included here. As part of each progress report, recipients shall update the progress toward meeting these milestones (see section 7, Reporting).

Milestone	Planned		Actual		Units	Total Cost At Completion
	Start Date	End Date	Start Date	End Date		
In Progress	9/1/2010	9/30/2012			0	\$0.00
Project Close-out	10/1/2012	1/31/2013			0	\$0.00

3. Award Performance Period

The Award performance period is September 1, 2010 through September 30, 2012. This is the period during which Award recipients can incur obligations or costs against this Award.

4. Direct and Indirect Costs

The cost principles of OMB A-122 are applicable to this Award. No indirect costs are allowable under this award. Please refer to the cost principles regulations for specific details on other allowable charges under this Award.

5. Budget and Program Revisions

The Administrative Circular, 2 CFR Part 215, applies to this Award. Please refer to the Administrative Circular for specific details on revisions to this Award. The Administrative Circular requires that AFN will inform the Commission in writing (e-mail, letter, or report) at the earliest possible date of any unanticipated project cost overrun, project schedule delays, or changes in the project scope or changed site conditions.

6. Payments

Payments under this Award will be made by electronic transfer in response to a “Request for Advance or Reimbursement”, Standard Form 270 (SF-270) submitted by the AFN. Requests for reimbursements may be made as needed or at the end of each quarter but should be submitted no later than 30 days after the federal quarter. The SF-270 must be submitted to the Commission via fax, e-mail (finance@denali.gov) or mail in order for payment to be processed. The form is available on the OMB website: http://www.whitehouse.gov/OMB/grants/grants_forms.html. Payments shall be made in accordance with 2 CFR Part 215. Please contact the Commission’s

Finance Specialist at (907) 271-1414 for further information about submitting this form. **No interest will be accrued on these funds.**

7. Reporting

Two forms of project reporting are required under this Award, listed below. AFN shall submit reports using the Commission's on-line Project Database System, available at www.denali.gov. If there are technical limitations which may prevent the recipient from meeting this requirement, please contact the Program Manager listed in this agreement.

- a. **Progress Reports** shall be submitted on a quarterly basis. The first reporting period is September 1, 2010 to September 30, 2010, and quarterly thereafter. Reports are due within 30 days of the end of the reporting period. Progress reports shall include the following:
 - i. Total project funding, including both Commission funding and other project funding sources.
 - ii. The total project expenditures for the project as of the end of the reporting period, including both Commission and Other funding sources.
 - iii. Updated schedule and milestone information as identified in the Scope of Work
 - iv. Narrative summary of the project status and accomplishments to date, and address the following questions: is the project on schedule, is the project on budget, and what actions are planned to address any project problems.
 - v. For minor repair and renovation projects or other non-construction projects, pictures should be provided of before and after, or photos that are representative of the funded activity, to the extent possible. Photos shall be provided in a digital format as part of the on-line report. A short description of the activity and names of those in the photos shall also be provided.
- b. **Federal Single Audits** shall be submitted annually, when required. In accordance with OMB Circular A-133, which requires [subpart 200] "Non-Federal entities that expend \$500,000 or more in a year in Federal awards shall have a single or program-specific audit conducted for that year in accordance with the provisions of this part [subpart 205]. The determination of when an award is expended should be based on when the activity related to the award occurs."

Recipients shall also submit single audits to the Federal Clearinghouse as designated by OMB. Information can be found on the following web-site:
<http://harvester.census.gov/sac/>

- c. In addition, the AFN shall meet twice annually in person with Commission staff to report lessons learned on projects.

8. Project/Award Close-Out

The project close-out report shall be completed within 90 days of the end of the Award performance period or within 90 days of the completion of the project, whichever is earlier. Recipients must also draw down any remaining funds for expenditures incurred under this award during this 90-day period.

The project close-out report shall be submitted on-line through the Commission's on-line Project Database System, available at www.denali.gov. The project close out will require the recipient to submit the following information:

- a. Final data for each item listed in paragraph 7(a) "Progress Reports"
- b. Final project expenditures itemized by the following categories: planning & design; materials & equipment; freight; labor; project administration/overhead and other expenses.
- c. Acknowledgement of support: For all non-construction projects, the Award recipient shall include an acknowledgement of the Government's support for the project(s) developed under this Award. The format for acknowledgement of the Government's support for non-construction awards will vary with each award and must be agreed upon between the Award recipient and the Commission Project Manager. Costs associated with this requirement shall be paid out of the project funding received by the Award recipient from the Commission.

9. Public Policy Laws and Assurances

Award Recipients are required to comply with the public policy laws and assurances on Standard Form SF 424b (non-construction projects). Some of the laws are highlighted below for your reference.

To the maximum extent practicable, considering applicable laws, Funding Recipients shall accomplish the project contemplated by the Award using local Alaska firms and labor.

No portion of this award may be used for lobbying or propaganda purposes as prohibited by 18 U.S.C. Section 1913 or Section 607(a) of Public Law 96-74.

Project level environmental reviews in accordance with the National Environmental Policy Act (NEPA) and the National Historic Preservation Act (NHPA) are required for each project undertaken with Denali Commission funds.

10. Non-Compliance with Award Conditions

Recipients not in compliance with the terms and conditions of this Financial Assistance Award will be notified by the Commission. The Commission will work with the recipient to identify the steps necessary to bring them back into compliance, and will establish an appropriate time frame for the corrections to be made. If the corrections have not been made by the deadline, the

Commission reserves the right to either suspend or unilaterally terminate the Financial Assistance Award for non-performance.

11. Program Manager, Financial Manager & Other Contact Information

Denali Commission	Alaska Federation of Natives
Tessa Delong Program Manager 510 L Street, Suite 410 Anchorage, AK 99501 Phone: 907-271-1414 Fax: 907-271-1415 E-mail: tdelong@denali.gov	Nicole James Administrative Assistant 1577 C St. Suite 300 Anchorage, Alaska 99501 Phone: 907-274-3611 Fax: 907-276-7989 Email: njames@nativefederation.org
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